

**Pike, Vicky (OMWBE)**

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**From:** Washington PTAC <programmanager=washingtonptac.org@mail173.atl101.mcdlv.net>  
on behalf of Washington PTAC <programmanager@washingtonptac.org>  
**Sent:** Monday, December 29, 2014 9:00 AM  
**To:** OMWBE WebAdmin  
**Subject:** Government Contracting Essentials in Lacey, WA: Tools for Success

Gain the Essentials for Success and Build Your Marketplace

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## Upcoming Events

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# Government Contracting Essentials

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### **What does it take to become a successful government contractor?**

Attend this session to learn the essentials to grow your business in this marketplace.

- Break through the clutter of State and Federal Contracting
- Marketing Strategies: Finding opportunities and subcontracting
- Registration Vitals: The most beneficial places to sign up
- Small Business Programs and Certifications
- Leveraging your Small Business status
- Finding ways to be proactive in responding to opportunities
- **Plus:** Bring questions for our Procurement Assistance Specialist to answer!

Don't miss this opportunity! Whether you're just exploring the government contracting arena or you have the experience and are ready to expand into new agencies - you'll walk away from the workshop with tools for success. This workshop is also a recommended prerequisite for all of the workshops listed below.

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**January 14, 2015**  
**9:00 a.m. - 11:00 a.m.**

**Thurston Economic  
Development Council**  
**665 Woodland Square Lp**  
**Lacey, WA 98503**

**Register Now!**

**This class is free, but  
registration is required!**



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**About the Presenter:**

Stephanie Scott is a certified government contracting assistance counselor by the Association of PTAC's and has obtained Federal Contractor Certification and Veteran Assistance Program Certification to assist Veteran Owned Businesses.

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**Prepare your Business for  
Success in the Government  
Marketplace in 2015!**

## Washington PTAC can help

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### Writing Proposals: All you Need to Know to Win

Presented by: Lorraine D'Ignazio,  
MarkeTRAINER

3 Locations to Choose  
from:

- How to choose the right markets and prospect to grow your business
- How AND WHY to build client relationships based on long term targets
- Preparing for the RFP
- How to tell a winning story in your RFP
- Positioning your business to win

#### **Kent, WA**

January 22, 2015  
8:00 a.m. - 5:00 p.m.

[Register here](#)

#### **Spokane, WA**

February 9, 2015  
8:00 a.m. - 5:00 p.m.

[Register here](#)

Recommended Prerequisite:

[Government Contracting Essentials](#)

Registration Fee: \$25

#### **Vancouver, WA**

February 13, 2015  
8:00 a.m. - 5:00 p.m.

[Register here](#)

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### Construction Contracting Essentials

Presented by: Steve Shapro, former Navy Supply Corps Captain  
January 29, 2015 10:00 a.m. - 12:00 p.m.  
Kent, WA

- How the government buys construction services
- What makes construction contracts different & Why that's important to your business
- How the government evaluates construction proposals

- Common mistakes in proposal preparation

Recommended Prerequisite:

[Government Contracting Essentials](#)

Registration Fee: Free

[Register Here](#)

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## **Legal Considerations for Construction Contractors**

Presented by: Masaki Yamada, attorney at Ahlers & Cressman PLLC

February 18, 2015 10:00 a.m. - 12:00 p.m.

Seattle, WA

- Understand the essentials to bidding on public works, contract drafting and other legal considerations

Recommended Prerequisite:

[Government Contracting Essentials](#)

Registration Fee: Free

[Register Here](#)

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## **GSA Schedule Proposal Preparation - 2 Day Intensive**

Presented by: Georgia Tech GSA Schedule Experts

February 17 & 18, 2015 8:30 a.m. - 5:00 p.m.

Kent, WA

- Save time & money with an instructor-guided do-it-yourself approach
- Avoid mistakes that can delay or stop your GSA schedule proposal from being considered
- Receive expert guidance, valuable instruction, and answers to all your questions
- Gain access to template and sample narratives based on

- successful GSA Schedule offers
- Receive up to four consulting hours *after* the workshop

Recommended Prerequisite:

[Government Contracting Essentials](#)

Registration Fee: \$1995

[Register Here](#)

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Presented by: Regional & National Experts

March 5, 2015 7:30 a.m. - 4:00 p.m.

Puyallup, WA

- Attend the Trade Show & Network with Federal & State Agencies and Prime Contractors
- Matchmaking Sessions with Government Agencies & Prime Contractors
- High-caliber break out sessions
- One stop shop for meeting Government buyers and potential partners
- [www.alliancenorthwest.org](http://www.alliancenorthwest.org) for details

Recommended Prerequisite:

[Government Contracting Essentials](#)

Registration Fee: Starting at \$85, check website for details

[Register Here](#)

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665 Woodland Square Loop

Lacey, WA 98503

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